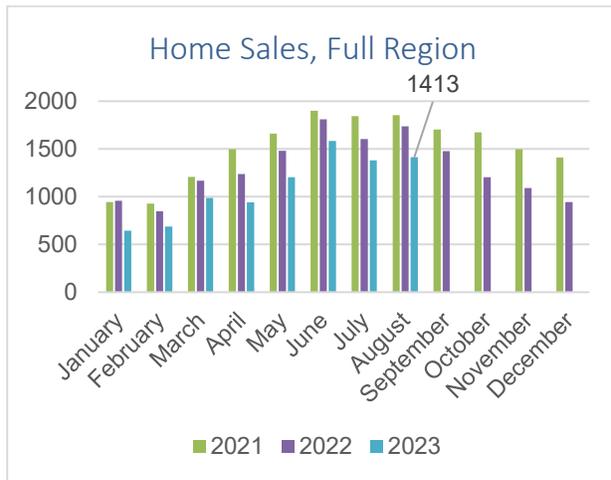
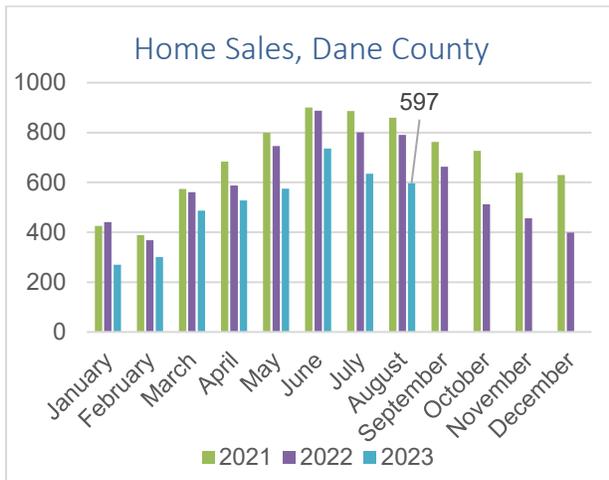


Market Statistics: January-August 2023

Home Sales:

Sales across the entire region served by SCWMLS have decreased by 18.8%, with a 22.3% decline in Dane County. In both cases, the drop is likely due to a decrease in new listings, which are down 15.6% in the full region and 18.9% in Dane County.



Interest Rates: August 31, 2023, 7.18% for a 30-year fixed

Mortgage rates leveled off slightly at the end of August but remain elevated. Despite continued high rates, low inventory is keeping house prices steady. Recent volatility makes it difficult to forecast where rates will go next, but it might be easier to gauge as the Federal Reserve determines their next steps regarding interest rate hikes in September.

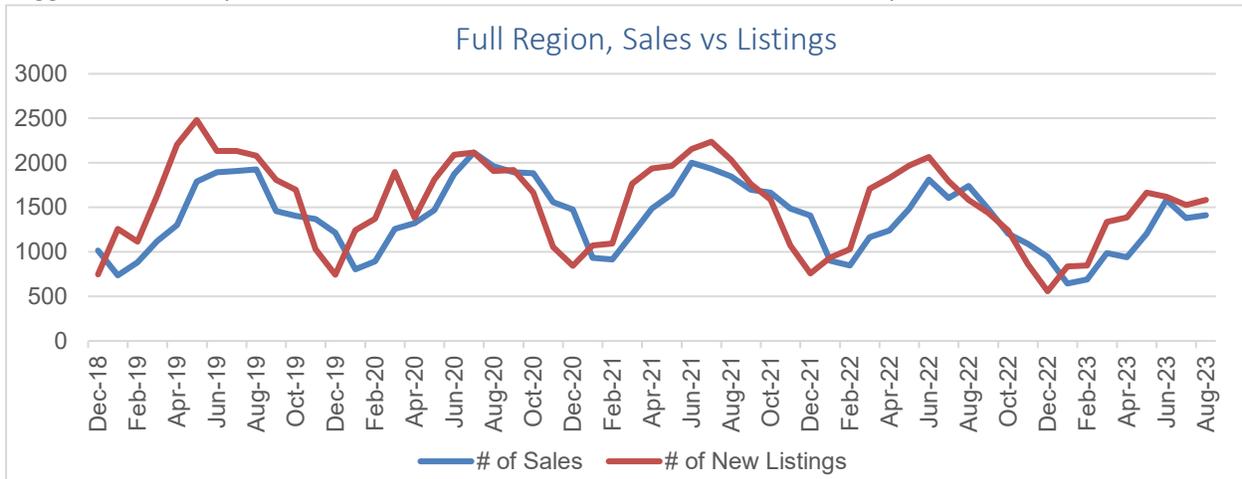
Supply:

The term 'months of supply' refers to the time it would take to sell all current listings in the market at the ongoing sales rate, assuming no new homes are added. It measures the balance between supply, represented by listings, and demand, represented by sales.

While some counties are beginning to see a slight increase in supply, it's still low compared to what's considered a 'balanced market.' A housing supply of less than 1 month in Dane County indicates a vibrant market with demand significantly outweighing supply.

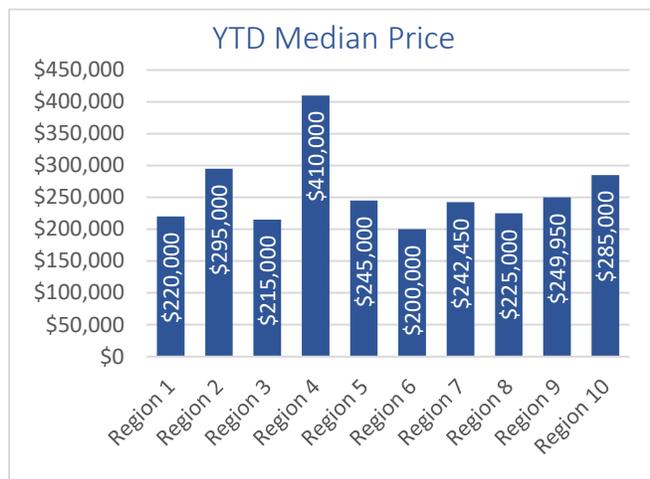


Over the past few years, the number of new listings has closely paralleled the number of sales. This suggests that many homes listed in one month are often sold in the subsequent month.



Home Prices:

The median sales price for homes in the entire region currently stands at \$325,000, marking a notable increase of 5.3% year-to-date compared to 2022. Dane County mirrors this positive trajectory, where the median home price reached an impressive \$410,000 year-to-date as of September. These figures not only highlight the region's robust real estate momentum but also underscore the rising demand for homes in both the broader region and specific locales like Dane County.



Legend:

Region 1-Adams, Juneau, Monroe
 Region 2-Columbia
 Region 3-Crawford, Richland, Vernon
 Region 9-Rock
 Region 10-Sauk

Region 4-Dane County
 Region 5-Dodge
 Region 6-Grant, Iowa, Lafayette

Region 7-Green
 Region 8-Green Lake, Marquette, Waushara

South Central Wisconsin MLS Sold & Active Residential Listings (Including Condos)

	AUGUST			JANUARY - AUGUST		
ADAMS / JUNEAU / MONROE	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	153	163	-6.1%	1,018	1,163	-12.5%
# Sales	146	152	-3.9%	757	927	-18.3%
Average Sale Price	289,753	250,516	15.7%	264,022	244,959	7.8%
Median Sale Price	247,500	200,000	23.8%	220,000	200,000	10.0%
Total Active Residential Listings	217	238	-8.8%	217	238	-8.8%
COLUMBIA COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	80	74	8.1%	524	550	-4.7%
# Sales	67	100	-33.0%	385	431	-10.7%
Average Sale Price	341,057	325,335	4.8%	341,295	315,020	8.3%
Median Sale Price	310,000	297,500	4.2%	295,000	275,000	7.3%
Total Active Residential Listings	79	92	-14.1%	79	92	-14.1%
CRAWFORD / RICHLAND / VERNON COUNTIES	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	70	73	-4.1%	403	497	-18.9%
# Sales	42	64	-34.4%	315	367	-14.2%
Average Sale Price	245,650	255,295	-3.8%	268,418	274,110	-2.1%
Median Sale Price	188,000	209,250	-10.2%	215,000	200,000	7.5%
Total Active Residential Listings	84	129	-34.9%	84	129	-34.9%
DANE COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	614	646	-5.0%	4,745	5,810	-18.3%
# Sales	597	805	-25.8%	4,077	5,245	-22.3%
Average Sale Price	464,254	436,479	6.4%	461,511	428,988	7.6%
Median Sale Price	413,654	399,900	3.4%	410,000	389,000	5.4%
Total Active Residential Listings	559	676	-17.3%	559	676	-17.3%
DODGE COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	89	79	12.7%	627	722	-13.2%
# Sales	97	88	10.2%	513	637	-19.5%
Average Sale Price	294,831	258,714	14.0%	277,239	266,672	4.0%
Median Sale Price	260,000	220,500	17.9%	245,000	224,000	9.4%
Total Active Residential Listings	93	85	9.4%	93	85	9.4%
GRANT / IOWA / LAFAYETTE COUNTIES	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	90	97	-7.2%	602	727	-17.2%
# Sales	82	72	13.9%	491	524	-6.3%
Average Sale Price	240,692	272,275	-11.6%	239,619	245,208	-2.3%
Median Sale Price	207,000	203,000	2.0%	200,000	194,250	3.0%
Total Active Residential Listings	115	132	-12.9%	115	132	-12.9%
GREEN COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	36	54	-33.3%	290	355	-18.3%
# Sales	37	46	-19.6%	250	288	-13.2%
Average Sale Price	330,924	320,043	3.4%	299,516	309,197	-3.1%
Median Sale Price	316,000	296,750	6.5%	242,450	281,000	-13.7%
Total Active Residential Listings	32	57	-43.9%	32	57	-43.9%
GREEN LAKE / MARQUETTE / WAUSHARA COUNTIES	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	122	103	18.4%	647	755	-14.3%
# Sales	87	97	-10.3%	478	572	-16.4%
Average Sale Price	260,559	304,724	-14.5%	300,433	276,561	8.6%
Median Sale Price	218,800	239,900	-8.8%	225,000	211,500	6.4%
Total Active Residential Listings	159	157	1.3%	159	157	1.3%
ROCK COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	223	205	8.8%	1,504	1,718	-12.5%
# Sales	182	259	-29.7%	1,222	1,471	-16.9%
Average Sale Price	267,438	273,912	-2.4%	267,194	249,670	7.0%
Median Sale Price	256,750	250,000	2.7%	249,950	230,000	8.7%
Total Active Residential Listings	218	231	-5.6%	218	231	-5.6%
SAUK COUNTY	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	105	90	16.7%	586	667	-12.1%
# Sales	76	84	-9.5%	442	539	-18.0%
Average Sale Price	314,771	316,655	-0.6%	319,225	303,750	5.1%
Median Sale Price	274,450	287,500	-4.5%	285,000	270,000	5.6%
Total Active Residential Listings	108	93	16.1%	108	93	16.1%
18 COUNTY TOTAL	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
# New Listings	1,582	1,584	-0.1%	10,946	12,964	-15.6%
# Sales	1,413	1,767	-20.0%	8,930	11,001	-18.8%
Average Sale Price	359,856	352,290	2.1%	363,199	344,521	5.4%
Median Sale Price	330,000	311,000	6.1%	325,000	308,500	5.3%
Total Active Residential Listings	1,664	1,890	-12.0%	1,664	1,890	-12.0%

Active listing numbers are pulled mid-month, and do not include listings in offer-show status.